



We develop care management tools that reduce costs and improve clinical outcomes

The Sleep Study Referral Tool

If you asked Naval Medical Center Portsmouth's Boice Sleep Lab how they were doing in 2013, their answer would likely be the same as yours. Busy. The clinic was bursting with 400 more referrals per month than their capacity, causing them to defer half of the active duty patients to civilian care. And, only 30% of the referrals had positive diagnoses. Boice Sleep Lab called on us – the credible, relevant, trusted leader in health analysis – for help.

We collaborated with their clinicians to build the Sleep Study Referral Tool. Since implementation, the clinic is saving \$400,000 dollars per month, referrals are more selective, active duty patient retention doubled from 50% to 100%, and positive studies also doubled from 30% to 60%.

The tool forms the bedrock that helps primary care providers (PCP) more consistently determine patients most suited for sleep study evaluation. It works by using an algorithm to guide PCPs and patients through a management and diagnostic process, prompting them through a series of condition specific questions. It takes into account symptoms, their degree, timeframe, medications, and pre-existing conditions and provides treatment and management options depending on the results.

This is the first of our care management tools. We are also exploring development of similar tools for back, joint, and bariatric issues. To learn more about how we can help you by developing care management tools, visit:

www.med.navy.mil/sites/nmcphc/health-analysis

